FŌS CAPITAL

FY23 Results Presentation

ASX: FOS

FY23 Highlights

$ 17.1M
Sales +26%

$0.74M
NPBT +80%

$0.58M
NPAT +67%

$3.3M
Order book -46%

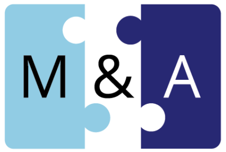
Hawko Lighting
Acquisition

-$0.1M
Operating cashflow

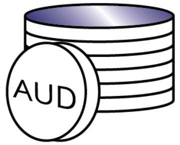
Reduced by 16%
Cost of doing business

$80M
Quote pipeline

FY23 Operational Update



- Solid full year performance
- Since inception April 2019 FOS has delivered 7 consecutive half yearly profits



- Acquisition of Hawko has been positive impact to the business
- Continued focus on cost reductions
- Sales growth up 26% to $17.1M
- Organic growth +16%

- NPAT $0.58M + 67%
- 2H operating cashflow +$900K
- Order book significantly down but expected to improve with increased quote book
  - Experiencing delays in securing new major projects but the work is there
  - Currently at $4M

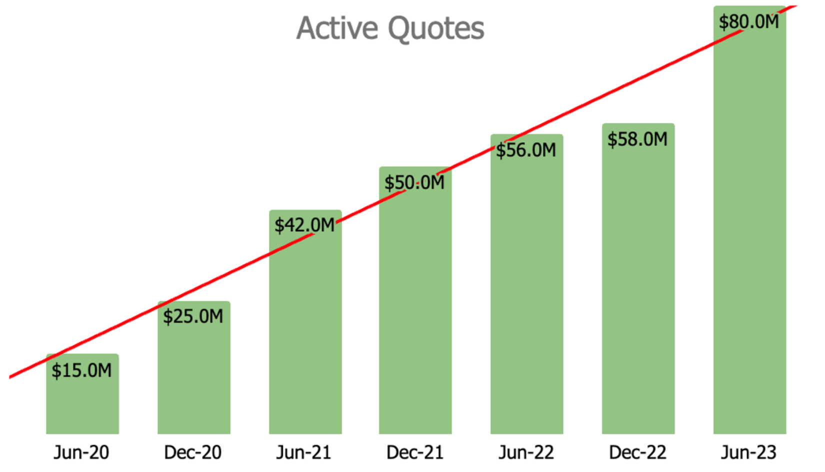
- New Westpac $2M working capital facility in place (undrawn)
- Successfully delivered numerous major projects across AU&NZ

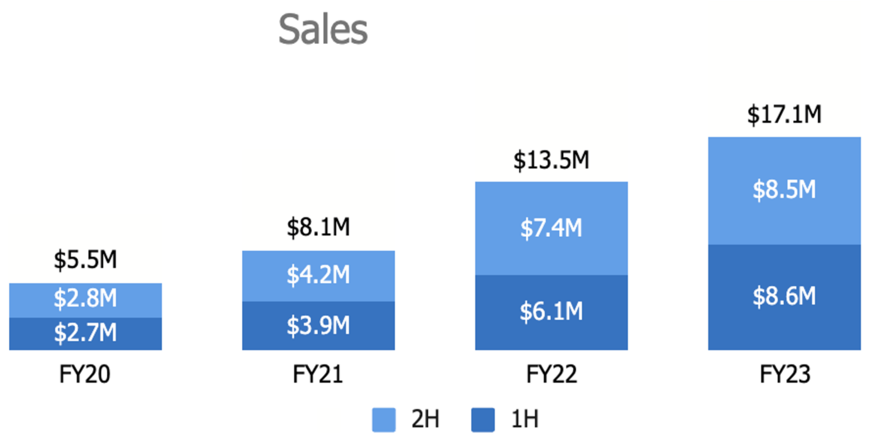
FY23 Financials

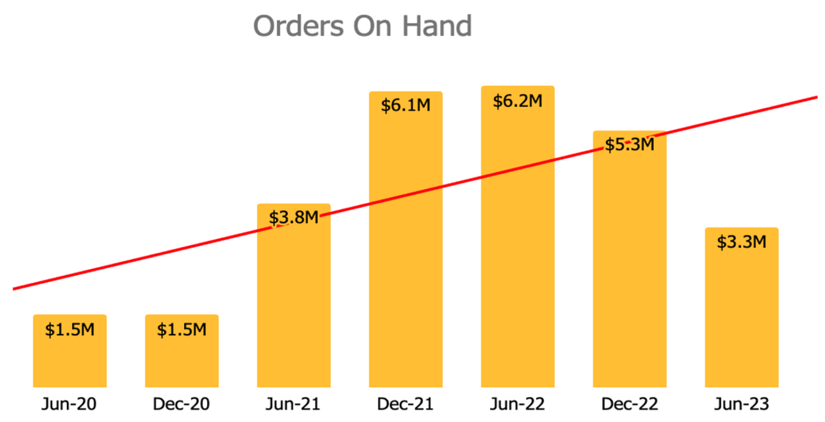
P&L ($m)	FY23	FY22
Sales	17.1	13.5
Gross Profit	6.6	5.7
Other income	0.2	0.4
Expenses	6.1	5.7
PBT	0.74	0.41
NPAT	0.58	0.35
Operating cashflow	-0.1	0.7
Dividends per share	0	0.5c

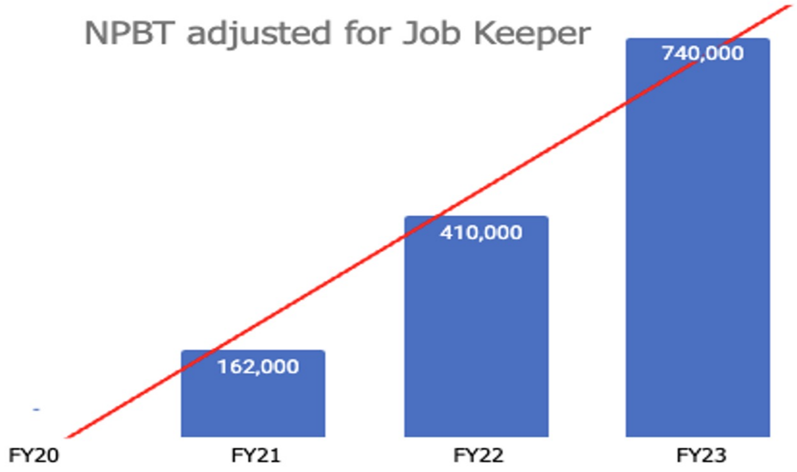
Balance Sheet ($m)	June 23	June 22	June 21
Cash & Receivables	4.4	3.7	5.3
Stock, P&E, Other	9.3	8.1	5.7
Total Assets	13.7	11.8	11
Payables	2.0	1.8	1.6
Other	2.4	2.4	2.4
Total Liabilities	4.4	4.2	4.1
Net Assets	9.3	7.6	6.9

Comparative Analysis









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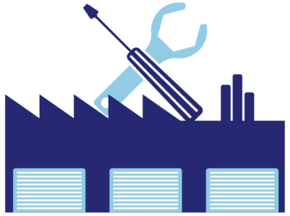
FOS Group Today

+$17M
Sales



3
Manufacturing &
Warehousing facilities

6
Sales offices

5
Distributors

15
Product ranges

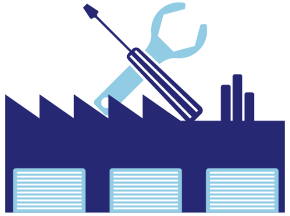
55
Employees

$3.3M
Order Book

$80M
Quote pipeline

FOS Outlook

- Commercial construction industry continues to be robust
- ANZ operation with 55 staff well poised for further growth
- Acquisition of Hawko expected to deliver further manufacturing synergies.
- New revenue streams from expanded geographical presence with the addition of 5 new distributors
- Growing pipeline of projects with active quotes now at +$80m
- Continued focus on product development and rationalisation
- Strong balance sheet, debt free, no material capex requirements
- Actively pursuing multiple value accretive acquisition opportunities



FOS at a glance

Capital Structure	ASX:FOS	Directors	
Shares on Issue*	53.8m	Chairman non-exec	Sandy Beard
Share price (28/08)	17.5c	Managing Director	Con Scrinis
Market Cap	$9.4m	Executive Director	Michael Koutsakis
		Non-Executive Director	Michael Monsonego
Cash (June 2023)	$1.4m	Employees	55
Net Assets	$9.3m	Brands	15
NA per share	17.3c	Offices	6
EPS	1.14c	Manufacturing plants	2

Substantial shareholders: SKM Investment Group (associated with executive directors) 57%
: Hancock & Gore Ltd 16.95%

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FOS Interactive Investor Hub

https://investorhub.foscapital.com.au/welcome